



FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013

www.co.fairfax.va.us/dpsm

V I R G I N I A

Telephone: (703) 324-3201 Fax: (703) 324-3228 TTY 1-800-828-1140

DATE: DEC 19 2002

AMENDMENT NO.3

SUBJECT: Furniture, Systems, Freestanding Furniture, Seating, Filing Equipment and Related Services

CONTRACTOR

Haworth, Inc.
One Haworth Center
Holland, MI 49423

VENDOR CODE

B386053093-01

CONTRACT NO.

RQ01-411313-16A

By mutual agreement, Contract RQ01-411313-16A is amended to reflect the addition of the Haworth SMED product line. (See letter and attachment dated 10/11/02 for pricing.)

All other terms and conditions remain the same

Cathy A. Muse, CPPO
Director/County Purchasing Agent

DISTRIBUTION:

Office of Finance – Accounts Payable
DPSM – Systems Administration Section
Control Copy
DIT, Suite 361 – Woodrow Bellamy
DIT, Suite 527 – Cathy Cantor
2175 North California Blvd. (US Communities)
Suite 550 Walnut Creek, CA 94596
Attn: Steve Hamill

Contract(s)
Contract Administrator
DPSM-Mable McCarthy
DPSM - Kathy Stanley
NACo-FSC
440 First St., N.W.
Washington D.C. 20001-2080
Attn: Steve Swendiman



DP5M OCT13/02PM 1:45

HAWORTH®

October 11, 2002

Ms. Lonette Robinson
Department of Purchasing and Supply Management
12000 Government Center Parkway
Suite 427
Fairfax, VA 22035-0013

Subject: *Addition of SMED Product Line to US Communities Alliance Contract*

Dear Lonette:

Following the direction of Mr. Steve Swendeman of NACo, Haworth is pleased to submit the enclosed package of product literature and discount schedule for the addition of the Haworth SMED product line to the US Communities purchasing alliance contract.

The SMED product line expands the breadth of options our customers' require for their interior environments. This product line includes moveable walls, raised flooring, and acoustic ceiling. The SMED wall systems allow firms to grow and restructure without great turmoil and expense. The Nexus subfloor under the carpet houses the data, electrical, communication and building management systems. Because cables and lines don't run through the ceiling, installation becomes faster, safer and cheaper. SMED's constructive approach changes the process of building interior space to reduce initial capital cost, shorten construction schedules, and support technology throughout the building.

Teamed with the current offering of Haworth products, the constructive solutions offered by the SMED product line will provide US Communities with:

- customized details and finishes,
- minimal labor costs on initial installation,
- easy and affordable reconfiguration, and
- dust and dirt of construction happens off site.

Included with this letter is the US Communities discount pricing sheet and the product catalogs for the SMED product line. This discount structure maintains the most favored discounting position for the SMED product line provided by Haworth to Fairfax County and the US Communities alliance contract for the existing contract product offering.

We are enthusiastic about expanding our product offering and look forward to working with US Communities to provide these additional products. If you have any questions or would like additional information, please contact me at 616-393-1645 or Tom Walker at 616-393-3611. You may also contact us by email at cyndi.kamps@haworth.com or thomas.walker@haworth.com.

Sincerely,

HAWORTH®

Cynthia Kamps
US Communities Program Manager

Haworth, Inc. One Haworth Center
Holland, Michigan 49423-9576 USA
Tel. (616)393-3000 Fax (616)393-1570

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US Communities Contract Haworth's SMED Product Line

(Pricing is FOB destination and installation services are additional)

	('000's)	
	\$0 - \$100	\$100 - \$500
FURNITURE		
FURNITURE SYSTEMS AND WORKSTATION CLUSTERS		
Legs® Collection	35%	41%
CASEGOODS, SPECIALTY WORKSTATIONS and ACCESSORIES		
SMED Casegoods	35%	41%
Skeena™ Casegoods	33%	39%
Skeena™ Electrical	29%	31%
FFWD™	29%	34%
FFWD™ Electrical	29%	34%
Accessories	29%	31%
FILING AND STORAGE CABINETS, MOBILE CARTS		
Paradocs™ Metal Filing	35%	41%
Cabriolet™	35%	41%
SEATING		
ToDo™	35%	35%
Vintage Collection	35%	35%
The Italian Collection	29%	32%
Live™ 6000	29%	32%
Live™ 8000	29%	32%
H20™	29%	32%
Spa™	29%	32%
ARCHITECTURAL PRODUCTS		
MOVABLE WALL SYSTEMS		
LifeSPACE™	37%	40%
LifeSPACE™ Electrical	29%	31%
LifeSPACE™ Doors, Frames & Hardware	29%	31%
RAISED FLOORING SYSTEMS		
Nexus™ Flooring	35%	40%
Nexus Electrical	35%	40%
Nexnet™	35%	40%
MODULAR MILLWORK		
Refreshment Centers	35%	41%
LIGHTING		
Wing Lite ID	29%	31%
Linea Lighting	29%	31%
Stellar Lighting	29%	31%
Spectrum Lighting	29%	31%
OTHER SERVICES		
Design/layout services for systems and ADP furniture	\$85/hour	\$85/hour
Reconfigurations of Furniture	Negotiable	Negotiable